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*Retail Store Edition*

# DIG & DUNG

**Sales and Service Bulletin**



BLUE LABEL DAHLIAS



*Sure to Grow · Free from Disease · True to Name*

**WAYLAND DAHLIA GARDENS**

E. R. RYNO, Prop.

**Wayland, Mich., U. S. A.**

Sec. 435½, P. L. & R.

U. S. POSTAGE

**1c Paid**

Wayland, Mich.

Permit No. 5

**Attention Buyer or Advertising Manager**





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Retail Store Edition

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# DIG & DUNG

There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.—Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

Dahlia List

## Sales and Service Bulletin

VOL. 12

WAYLAND, MICHIGAN, U. S. A., SEASON OF 1943

NO. 2

Exact size of box 5 x 6 x 2½ inches  
6 FINE DAHLIAS IN EACH BOX  
RETAIL FOR 50c to 69c PER BOX

W BLUE LABEL DAHLIAS W

*Sure to Grow. Free from Disease. True to Name*



6 BEAUTIFUL  
6 DAHLIAS 6

No. D 3

### DECORATIVE TYPE

Comprising the following varieties, each root wrapped and labelled:

MINA BURGLE, red  
MRS. CARL SALBACH, pink and white  
DOROTHY SAGER, orange and salmon  
SANHICAN'S BLUEBIRD, bluish  
CATHERINE WILCOX, pink tipped red  
COUNTESS OF PEMBROKE, lavender

9 DIFFERENT COLLECTIONS  
54 DIFFERENT VARIETIES

Complete Cultural Directions Inside  
*Grown where Dahlias Grow best*



# DIG & DUNG

PUBLISHED BY

WAYLAND DAHLIA GARDENS

E. R. RYNO, PROP.

WAYLAND, MICHIGAN

SEASON OF 1943

This edition of DIG & DUNG is intended primarily for Retail Seed and Nursery stores, Florists and Department stores, and those who want a fast selling popular priced line of Dahlias for over-the-counter trade. Those who sell through catalogs, as well as those who buy dahlias in bulk for growing either roots or cut flowers, should send for our General Trade Edition, in which are listed nearly all the standard garden, cut flower and exhibition varieties available in quantities sufficient for the wholesale trade.

In making up the line of Boxed Dahlia Collections presented in this Bulletin we have tried to give our dealers not only a line of merchandise that would enable them to compete with the Dime stores, but also a line that could be offered with full assurance that the stock is absolutely of the highest grade and sure to please even that exacting type of customer "who has gone through life demanding to see the manager."

To build up a stock sufficient to make this line possible has taken a lot of time and money, and now that we are ready to release nine different collections to our dealers, we feel that we can go to them and tell them frankly that it is our belief that never before have they had the opportunity to take on a line of goods that could compare with it for selling powers.

Those of you who have happened into the Dime stores in the spring have no doubt seen dahlias going out as fast as they could be handed over the counter — roots perhaps of doubtful origin, packed in gaudily colored cartons, selling like hotcakes at a dime a throw.

Now we are offering you dahlias packed six good roots of known origin, known quality and known value in an attractive box to sell at 50c a box — only 8⅓c a root or 1⅓c less than the Dime store price.

Each box states plainly the names

of the varieties contained and type and color of each variety so customers can make selections easily and without any great sales effort on your part.

We want you to try this line this year and be convinced that it will outsell any packaged article in your store.

Remember we stand back of every root we put out and guarantee all stock in these boxes to be SURE TO GROW, FREE FROM DISEASE AND TRUE TO NAME—

This year, with the shortage of merchandise which prevails in nearly all lines, our Boxed Dahlia Collections should be of especial interest to the wide awake seed merchant. Here is a line of goods strictly in keeping with your regular line, packed already for instant acceptance by your customer and selling at a price, even if you retail at 69c as many of our dealers are doing, which is really a bargain under present conditions.

Each collection presents a perfectly balanced range of colors and you can sell your customer either a single box or the whole line and assure him that each collection presents a list of varieties entirely different from the other collections.

20c to  
39c  
Profit  
on  
Every Box  
You Sell



9  
Different  
Collections

54  
Different  
Varieties

BLUE LABEL

*Dahlias*

NOW ONLY 50¢ PER BOX

Six fine Dahlias in each box

Mat of above cut for newspaper ad is supplied without charge with your initial order.

In addition to the above mat we supply you with colored easel and window posters strongly featuring our sensationally low price so every customer is bound to be interested.

Just place the boxes where they can be seen and THEY WILL SELL THEMSELVES!

Read our SPECIAL INTRODUCTORY OFFER on page 6.

DON'T DELAY!

This bulletin is being mailed to nearly all the retail seed dealers in the United States. We are prepared to take on only one thousand more of these dealers this spring and to avoid disappointment we suggest that you get your order in without delay. Remember dahlias are a specialty crop and when present stock is exhausted more roots will not be available until another season's crop is harvested.



If you plan to list these Dahlias in your annual catalog we will gladly loan to you the above electro for illustration purposes.



# W BLUE LABEL DAHLIAS ARE

## GROWN RIGHT

All our stock is grown by ourselves on our own fertile farms, and is stored, processed and packed in our own frost-proof cellars.

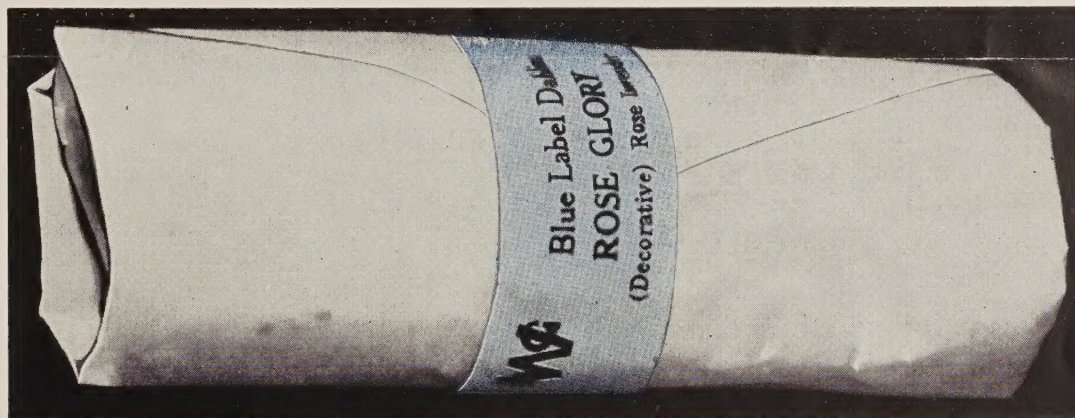
Planting, cultivating and digging are all done on a large scale with the latest modern machinery and at minimum cost.

Fields are all carefully rogued during blooming season and all plants showing any sign of weakness as well as those not true to name are destroyed.

You can't find better stock at any price, and every root can be depended upon to produce a strong healthy plant that will bloom from late summer until frost the year it is planted.

## PACKED RIGHT

Each root is packed in clean green log sawdust, wrapped in white semi-parchment paper, and labelled with our special blue label showing name of variety, type and predominating color.



The six roots in each collection are wrapped in green florist's tissue with Cultural Directions, and packed in a neat box with colored label showing contents.

These boxes make an attractive piece of merchandise and the roots contained in them will keep for weeks without shriveling or losing their vitality.



## PRICED RIGHT

We have tried to make the price on these collections so low that every one of your customers would want to buy them.

Every person who grows dahlias at all will surely want a full range of colors in order that each cutting of blooms will make an attractive bouquet. Most customers will want more than one collection, and no doubt many of them will want the whole set, especially when they can be had for such a small cost.

We urge our dealers to have at least a fair representation of each collection in stock and to make it possible for them to do so, we have made a very interesting SPECIAL INTRODUCTORY OFFER which will be found on page 6.



# Here Is the Complete Line

## No. A-1 6 Art Type Dahlias

The Art type of dahlia has semi-double blooms of large size, and resemble a hybrid perpetual rose bloom, fully opened. I consider it the most artistic type of dahlia, and especially recommend it for planting in beds and borders where its large size and beautiful colors will show off to greatest advantage. This collection comprises the following varieties:—

**DIANA**, brilliant scarlet  
**CLEOPATRA**, dull gold and red  
**ROSALIA STYLES**, glowing pink  
**WHITE CAP**, white  
**JAN OLIESLAGER**, yellow  
**PERFECT BEAUTY**, red tipped white

## No. B-1 6 Ball Type Dahlias

The Ball type of dahlia has fully double blooms, with closely quilled petals, and is one of the most desirable of all dahlias for cutting because of their uniform ball shape, long keeping qualities and clear, distinct tones of color. This collection comprises the following varieties:—

**A. D. LIVONI**, pink  
**BONNIE BLUE**, bluish  
**FLORAL PARK JEWEL**, red tipped white  
**PURPLE BALL**, purple  
**STORM KING**, white  
**YELLOW DUKE**, yellow

## No. C-1 6 Cactus Type Dahlias

The Cactus type of dahlia has loosely formed, fully double blooms with quilled and pointed petals, and is becoming one of the most popular types because of the artistic flowers and long keeping qualities. Very desirable for both garden and cut flower purposes. This collection comprises the following varieties:—

**RENE CAYEUX**, brilliant red  
**BRIDE'S BOUQUET**, white  
**CELIA**, lavender pink  
**MELODY**, yellow  
**LIBELLE**, purple  
**BERTHA HORNE**, bronze

## No. D-1 6 Decorative Type Dahlias

The Decorative type of dahlia has fully double blooms with wide flat petals, and is the type most largely used for cut flower and exhibition purposes. This collection comprises the following varieties:—

**BIG GUS**, red  
**QUEEN MARY**, pink  
**JEAN KERR**, white  
**YELLOW COLOSSE**, yellow  
**ROSE GLORY**, rose lavender  
**E. T. BEDFORD**, purple

## No. D-2 6 Decorative Type Dahlias

Presenting six more varieties of the same type as D-1. This collection will always be wanted by everyone who buys any other collection in our line to complete the full color range of the dahlia.

**AIDA**, dark red  
**DARLENE**, shell pink  
**PURITY**, white  
**VENUS**, white suffused lavender  
**CHARM**, burnt orange  
**ELIZABETH SLOCOMBE**, red purple

**All Collections, per case of 12 boxes,**





# Available for Spring, 1943

## No. D-3 6 Decorative Type Dahlias

Another collection that blends perfectly with any other collection in our line.

**MINA BURGLE**, red  
**MRS. CARL SALBACH**, pink and white  
**DOROTHY SAGER**, orange and salmon  
**SANHICAN'S BLUEBIRD**, bluish  
**CATHERINE WILCOX**, pink tp. red  
**COUNTESS OF PEMBROKE**, lavender

## No. X-1 6 Assorted Type Dahlias

Comprising one Art type, one Ball type, one Cactus type and three Decorative type dahlias.

**AURORE (A)**, orange salmon  
**RED CHIEF (B)**, red  
**PERLE DE LYON (C)**, white  
**DELICE (D)**, pink  
**JUDGE A. B. PARKER (D)**, yellow buff  
**ROSEMAWR**, deep pink

## No. X-2 6 Assorted Type Dahlias

Comprising one Art type, one Ball type, two Cactus type and two Decorative type dahlias.

**GEISHA (A)**, yellow and red  
**MAUDE ADAMS (B)**, white fl. pink  
**EMILY RUSSELL (C)**, Am. Beauty red  
**KREIMHILDE (C)**, cream and pink  
**AVALON (D)**, yellow  
**POLAR STAR (D)**, white

## No. X-3 6 Assorted Type Dahlias

Comprising three Cactus type and three Decorative type dahlias.

**THOS. OBERLIN (C)**, orange red  
**LAWINE (C)**, white tinged lavender  
**RHEINISCHER FROHSINN (C)**, carmine  
**COQUETTE**, red and gold  
**C. P. R.**, cream overlaid purple  
**IOWA (D)**, maize tipped pink

## *Important Notice*

Stock for all of the above collections is necessarily allotted early in the season; and as one or another variety often goes wrong in storage, or perhaps clumps fail to give the number of divisions required to keep stocks perfectly balanced, we must reserve the right to alter any of these collections in case an unavoidable or unexpected shortage occurs in any variety. In any case where such alterations are made we will give equal or better value in same type and color, and in every case labels will be made to state exact contents of the box. We look for a large demand for all of these collections, and believe we have set aside sufficient stock of each variety to carry us through the season, so our customers may be assured that no changes will be made unless absolutely necessary.

**SHIPPING WEIGHT APPROXIMATELY 12 LBS. PER CASE**

**ALL ORDERS SUBJECT TO 3% DISCOUNT FOR CASH**

3.60



# Special Introductory Offer

Each of the nine collections in our line this year is packed in cases of 12 boxes each, and obviously no orders can be accepted for broken units.

However, we want every one of our dealers to be able to offer our entire line, and realizing that many of you might not want to stock up with a full case of each collection on the start, we have put up as a SPECIAL INTRODUCTORY OFFER, the following assortment:—

**4 boxes of each of the nine different collections — 36 boxes in all**  
**Beautiful colored display easel**  
**Colored window posters**  
**Mat for newspaper ad.**

These sales helps are supplied only with initial order, and will give prominence to the stock that will surely move this small order and create a demand for many more boxes.

This Entire Outfit will be supplied for only	<b>\$10.<u>80</u></b>	Shipping Weight approximately 36 lbs.
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**All Orders Subject to 3% Discount for Cash with Order**

Think of it, 36 boxes presenting 4 boxes of each of nine different collections — 216 roots in fifty-four different varieties, for only \$10.80.

You will find this the fastest selling line of merchandise you ever offered. Try it and see. Remember, there is, so far as we know, nothing like it on the market. You know this means that a lot of dealers are going to snatch up our offer, and there may not be stock enough to go around, so **GET YOUR ORDER IN TODAY.**

Don't forget, we have been growing dahlias for the mail order trade for many years, and supply nearly all the seed and nursery houses of national repute in the great mid-west. This line is intended to meet DIME STORE COMPETITION and keep the dahlia trade in the hands of the legitimate seed and nursery dealer or reputable department or other retail stores where it rightfully belongs. The stock is not cheap low grade stock that won't grow or prove true, but is guaranteed by us, under our own label, as

*Sure to Grow - Free from Disease - True to Name*

**You can't go wrong when you take on this line.**

## **WAYLAND DAHLIA GARDENS**

**LARGEST EXCLUSIVELY WHOLESALE DAHLIA GROWERS IN THE WORLD**  
**WAYLAND MICHIGAN**



# Our New Exhibition Line

**Costs You 40c per Box - - - Sells for \$1.00**

**W BLUE LABEL DAHLIAS W**

*Sure to Grow. Free from Disease. True to Name*



**EXHIBITION  
6 DAHLIAS 6**

**No. E 2**

**DECORATIVE TYPE**

Comprising the following varieties, each root wrapped and labelled:

BASHFUL GIANT, apricot and amber  
ELLINOR VANDERVEER, pink  
JERSEY'S BEACON, red  
MARGARET WOODROW WILSON, white suffused pink  
W. H. T., old rose  
PRIDE OF STRATFORD, orange

**Complete Cultural Directions Inside**

*Grown where Dahlias Grow best*

We are offering only two different collections in this line this year. Each collection is made up of six exhibition dahlias intended to retail at 75c to \$1.00 or more per box. No finer varieties can be had at any price and customers who want the very best will find it in this line.

As with our Popular Garden Line we must reserve the right to alter any of these collections in case an unavoidable or unexpected shortage occurs in any variety.

Each collection packed in full cases of twelve boxes priced to you at, per case **\$4.80**

## Here are the Varieties Offered this Year

### Collection E-1 Six Fine Decorative Dahlias

JERSEY'S BEAUTY, clear pink  
JANE COWL, bronze  
MRS. I. de VER WARNER, lavender  
PRIDE OF CALIFORNIA, red  
PENN CHARTER, buff  
WHITE KING, white

### Collection E-2 Six Beautiful Decorative Dahlias

BASHFUL GIANT, apricot and amber  
ELLINOR VANDERVEER, pink  
JERSEY'S BEACON, red  
MARGARET WOODROW WILSON, white suffused pink  
W. H. T., old rose  
PRIDE OF STRATFORD, orange

**Wayland Dahlia Gardens**

**:-:**

**Wayland, Michigan**





The most sensational line of packaged Dahlias ever offered. A line that certainly no jobber and probably no other grower could possibly duplicate. Nine different collections — six roots in each collection — fifty-four different varieties in the complete line. Retail at a uniform price of FIFTY TO SIXTY-NINE CENTS per box of six roots. Never before have good dahlias been offered at such a low price. The fastest selling line you ever stocked. Be sure to get your orders in early, because we cannot take on more than one-thousand new dealers this year.

## WAYLAND DAHLIA GARDENS

Wayland : : Michigan

# Terms and Conditions

Each collection is packed in cases of twelve boxes. No broken cases can be supplied, and orders must be for full units.

We reserve the right to substitute equal or better varieties in same type and color, in any collection, in case an unexpected shortage of any variety occurs. Where such substitution is made label will be altered accordingly so it will at all times show exact contents.

In ordering, be sure to state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack stock safely against freezing, we do not guarantee against damage in transit.

All shipments bear Certificate of Inspection issued by our State Department of Agriculture; but it is distinctly understood that customers must assume all risk in regard to the entomological requirements of their respective states.

**GUARANTEE** — While we exercise the greatest care to have all stock true to label, and hold ourselves prepared to replace, on

proper proof, all that may prove untrue, we do not give any warranty, expressed or implied, and in case of any error on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

**TERMS** — Unknown persons should send cash in full with order, or 25 per cent with order, balance C. O. D. Positively no accounts carried where amount is less than \$25.

**REFERENCE** — As to our responsibility, we refer to the Commercial Agencies or the Wayland State Bank, Wayland, Mich.

**Wayland Dahlia Gardens, Wayland, Michigan**